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Volume 4 Issue 7
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NEWS Buffalo District

Small business week 2003



The Buffalo District Office of the U.S. Small Business Administration (SBA) is pleased to announce the winners of the Small Business Week Awards for 2003. Small Business Week has been held annually each year in the United States since 1963. Over the past 40 years, the President has designated a week to salute the many contributions small businesses make to the American economy and society. This year, May 5th to May 9th has been Designated by President Bush. (see page 2 for reservation form).

Award winners



THIS YEAR'S SBA SMALL BUSINESS WEEK WINNERS ARE:

Michael J. DeNisco, Union Square Furniture of Amherst, Inc. has been selected for the **Entrepreneurial Success Award** for the Buffalo District, New York State, and Region II.

Thomas Blaszczykiewicz, Accumed Technologies, Inc. has been named the Buffalo District, New York State, and Region II **Exporter of the Year**.

Mr. DeNisco and Mr. Blaszczykiewicz remain in competition for National honors as judging in those categories are still to be determined.

Thomas W. Lorentz, Main Mobility Inc. formerly Broadway Van City, Inc. has been named the Buffalo District **Small Business Person of the Year**.

Mr. Lorentz remains in competition for State and National honors as judging in those categories are still to be determined.

David M. Nemi, Niagara County Community College has been named the **Research Advocate of the Year** for the Buffalo District.

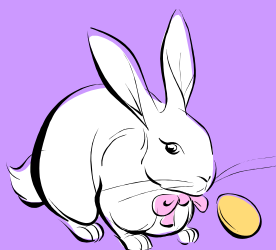
Nancy L. LaTulip, First Niagara Bank has been named the **Financial Services Advocate of the Year** for the Buffalo District.

William E. Grieshober, Small Business Development Center – Buffalo State College has been named **Veterans Advocate of the Year** for the Buffalo District.

Todd Patrick Grady, Democrat & Chronicle has been named **Small Business Journalist of the Year** for the Buffalo District.

Bonnie Ross-Stefanie, ECS DataSystems, Inc. has been named **Home-Based Business of the Year** for the Buffalo District.

Carrie Kahn, Erie Community College has been named **Women in Business Advocate of the Year** for the Buffalo District.



*Frank and his staff
would like to wish you
and your families a
HAPPY EASTER!*

Lender Update

BUFFALO DISTRICT ALL 7(A) LOAN PROGRAMS FY'02 THRU MARCH 2003

LENDER	# OF LOANS	\$ AMOUNT
1. M & T BANK	26	\$3,930,500
2. KEY BANK NT'L ASSO.	10	\$3,469,000
3. HSBC BANK USA	29	\$2,642,700
4. WYOMING COUNTY BANK	18	\$2,000,000
5. TEMECULA VALLEY BANK	1	\$1,333,000
6. COMMUNITY BANK	7	\$913,000
7. CIT SMALL BUSINESS LENDING	2	\$798,000
8. FIRST NIAGARA BANK	8	\$714,000
9. FLEET NATIONAL BANK	17	\$577,600
10. BANK OF CASTILE	3	\$540,000
11. STEUBEN TRUST COMPANY	3	\$527,000
12. NYBDC	1	\$400,000
13. GE CAPT. SM. BUS. FINANCE	1	\$360,000
14. EVANS NATIONAL BANK	2	\$274,000
15. NATIONAL BANK OF GENEVA	2	\$235,000
16. VALLEY NATIONAL BANK	1	\$200,000
17. CAPITAL ONE FSB	5	\$195,000
18. CITIBANK	4	\$190,000
19. FIRST STATE BANK	1	\$110,000
20. ALDEN STATE BANK	1	\$50,000
21. BANK OF HOLLAND	1	\$24,000



11th Annual Small Business Week 2003 Awards Luncheon

Western New York banks and organizations are congratulating small businesses that exemplify the entrepreneurial spirit. Executives of banks and business organizations will honor area companies and community groups at the May 7th Small Business Awards Luncheon at the Marriott Hotel - Buffalo/Niagara.

I would like ____ reservations for the 2003 SBW Awards Luncheon

Amount enc. ____ \$30.00 per person or \$300 per table (10 seats)

Purchaser: _____

Address: _____ City: _____

State: _____ Zip Code: _____

Phone: _____ ****Make Check Payable to Business First**

RESERVATIONS:

Please complete and return form by May 1, 2003 with payment to: **SBA, 111 WEST HURON ST., STE. 1311, BUFFALO, NEW YORK 14202**

KELLY LOTEMPIO
(716) 551-3249



News Buffalo District

SBA

NEWS RELEASE

NEW WOMEN'S WEBSITE LAUNCHED BY SBA AND
DEPARTMENT OF LABOR

**www.women-21.gov Brings Access to Federal Government
Resources to Woman-Owned Businesses**

WASHINGTON — Hector V. Barreto, administrator of the U.S. Small Business Administration, and U.S. Secretary of Labor Elaine L. Chao today announced the launch of www.women-21.gov, a new Web site to help women small business owners deal with the ever-changing business climate and identify federal government resources for women.

"No business group in America is moving faster or more efficiently than women-owned businesses; they are doing a fantastic job contributing to our economy and creating jobs," said Administrator Barreto. **"But navigating the government's information network is one of the hardest things a business owner has to do, and even the fastest-moving businesses need to stop and ask for directions now and then. Now, when women entrepreneurs want to stop and ask for directions that will help them get through the maze of government, they can make one stop and ask at www.women-21.gov. By doing so, they will discover the answers and resources they need to keep moving forward and continue setting the pace for all of America's entrepreneurs."**

The Web site is an outgrowth of Women Entrepreneurship in the 21st century, a series of women's summits to discuss the increasing role of women in the American economy and the concerns about roadblocks to growth, long-term viability and their financial health. Highlights of the Web site feature up-to-date information on key issues for women entrepreneurs, including:

- Access to capital
- Healthcare for small businesses
- Government procurement and contracting opportunities
- Retirement security, and
- Technology

Building on the success of earlier outreach to women entrepreneurs, the next Women Entrepreneurship in the 21st Century conference will take place April 3 at the Pennsylvania Conference Center in Philadelphia. Participants can register online at www.women-21.gov. Participants will hear presentations and take part in question-and-answer sessions with public officials, business leaders and financial experts.

Women-owned businesses are driving the American economy by producing more and more jobs for American workers. Their numbers continue to grow at twice the rate of all U.S. businesses. There are 9.1 million women-owned businesses. They account for 38 percent of all businesses, employ 217.5 million workers and generate \$3.6 billion in revenues.

MINORITY ENTERPRISE DEVELOPMENT UPDATE

The 8(a) Business Development staff would like to welcome the following firms into the 8(a) Business Development Program:

UNION CITY CONTRACTORS, INC.
Rochester, NY
Duane Cuyler, President

- Union City Contractors, Inc. is a certified HUBZone firm in General Construction including Excavating, Demolition, Asbestos/Lead Abatement, Roofing and Pressure Washing.

RMBDC, INC.
Rochester, NY
Beverly Jackson, President

- RMBDC, Inc. provides Business Management, Contract Compliance, EEO Program Monitoring and is a Technical Assistance Service Provider.

For information on the 8(a) Business Development Program, contact Laura McCabe at (716)551-4416 or email at: laura.mccabe@sba.gov

SCORE OFFERS TRAINING

Click on www.econestop.org for free computer training.

Click on www.houghton.edu/pace for free Microsoft Application training

Click on www.sba.gov/sbir for the SBA Grant Program

Click on www.whitehouse.gov/omb/budget/fy2004/sba.html for an OMB Report comparing the cost of SBDC, SCORE, and BIC Counseling.

Click on www.scorebuffalo.org for free business counseling.



News

Buffalo District

Buffalo District FY'03 Lending

We are now half way (6 months) into fiscal year 2003 and with only six (6) months remaining, it is again important, for you, our lenders, to help us assist small business.

Almost two (2) months ago, we sent you an e-mail requesting/encouraging you to include SBA as a reciprocal link on your websites. This e-mail was an attempt to inform the small business community of our programs via your websites and to help us expand our marketing base.

We have heard only from two lenders who have confirmed placing our logo and website to their pages.

Thank you [M&T Bank and Evans National Bank](#) for your commitment in helping SBA expand its market base.

Again, we encourage all SBA lenders to add SBA to their websites.

Please contact Ms. Kelly LoTempio once you have been able to add SBA to your website or for additional information. Ms. LoTempio can be reached at (716) 551-3249 or by e-mail at Kellyv.lotempio@sba.gov.

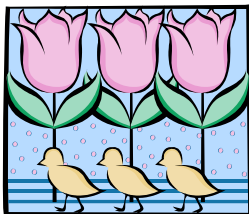
Working Toward our Goals

What is the District Doing

PARTNERSHIP EVENT:

SBA will be participating in the biggest event of 2003 – **The Buffalo Niagara Small Business Services Expo** in the region. Small Business owners rarely have the time or experience to deal with the many issues affecting their success or failure. The Buffalo Niagara partnership's "Success in Seven" is a seven-hour event designed to help small businesses succeed.

Thank you First Niagara Bank and Nancy LaTulip for allowing SBA to be included in your presentation and booth.



NEWS

Buffalo District

Portfolio Management Update

SBA Policy Notices Issued:

SBA recently issued three policy notices that effect portfolio management. Below is a brief summary of them. Full versions of the first two notices were distributed to the lenders. If you would like a copy of any of these three notices contact Ed Mrozinski via e-mail at Edward.mrozinski@sba.gov.

Policy Notice 5000-856 – “Servicing and Liquidation Procedures for Borrowers Called Into Active Military Duty.”

The purpose of this Policy Notice is to reflect changes to SBA servicing and liquidation procedures for SBA borrowers called into active military duty. This Notice provides SBA's procedures for borrowers called into active military duty, as it relates to the “Soldiers’ and Sailors’ Civil Relief Act of 1940” and “Veterans Entrepreneurship and Small Business Development Act of 1999.”

Policy Notice 5000-857 – “Escrow Policy for Commercial Real Estate Taxes and Insurance for 7(a) Loans.”

The purpose of this Policy Notice is to provide guidance to the use of an escrow account to hold money owed for property taxes, hazard insurance, and for flood and earthquake insurance when applicable on certain collateral securing Section 7(a) guaranteed loans.

Policy Notice 5000-858 – “Assumption Fee and Eligibility Provision for 7(a) Loans.”

The purpose of this Policy Notice is to allow a participant lender to charge an assumption fee. The use of assumptions rather than the creation of new loans are beneficial to small business owners and allow a more efficient use of the limited resources available to the 7(a) program. In the case of an assumption, SBA does not require a new guaranty fee, and lien positions are often maintained eliminating the need for recording fees. The fee is intended as an incentive for a lender to retain an existing loan.

SCORE FY 2003 WORKSHOP AND SEMINAR PROGRAMS

Date, Time, & Cost	Event	Subjects Included	Location
Tuesday April 15, 2003 8:30-1:00 \$25.00	Pre-Business Planning	Market Research, business planning, insurance, legal structures, financing and state & federal taxes	Holiday Inn-Airport Genesee Street
Tuesday, April 29, 2003 8:30-1:00 \$25.00	Doing Business with Seneca Nation Casino		Niagara Falls Public Library
Wednesday May 14, 2003 8:30-1:00 \$25.00	Marketing & Advertising	You will learn about marketing research, marketing concepts, zero-based marketing, entrepreneurial marketing, pricing, press release, advertising techniques, and promotion	To Be Announced
Tuesday May 20, 2003 8:30-1:00 \$25.00	Pre-Business Planning	Market Research, business planning, insurance, legal structures, financing and state & federal taxes	North Tonawanda Public Library, 505 Meadow Drive, North Tonawanda, NY
Wednesday June 11, 2003 8:30-1:00 \$25.00	Financial Management for Small Business	You will learn the essential elements of financial management, a management tool critical to the success of your business. The workshop will cover financial analysis and financial statements, how created and used, and other financial documents and terms that are necessary for your business' growth.	Evans Town Hall 8787 Erie Road Evans, NY
Tuesday June 17, 2003	Pre-Business Planning	Market Research, business planning, insurance, legal structures, financing and state & federal	Lackawanna Public Library



U. S. Small Business Administration
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«FIRST_NAME» «LAST_NAME»
«TITLE»
«COMPANY»
«ADDRESS»
«M_2nd_Address»
«CITY», «STATE» «ZIP»